

OUR CONSULAR SERVICE

By FREDERIC J. HASKIN.

That wonderful encyclopedical establishment of governmental information, the Bureau of Statistics, presided over by Mr. O. P. Austin, has printed a new map of the world. On that map there are some 65 dots. It is rather a funny looking map, as one might expect. But those dots, scattered over every country on which shines the sun of civilization, represent something. They represent America's watchtowers of trade. The lookouts on these watchtowers are the men who are in the consular service of the United States. As Joshua and his associates were sent into Canaan to spy out the land, so to-day America sends out these men to spy out the fertile fields of international trade. And as Joshua brought back good tidings of a land where every good thing grew, so to-day the American consul is bringing back daily tidings of wonderful fields of business where Americans may go with their wares and get for themselves the milk and honey of commerce.

Since America has become a world power in the family of nations her people have developed into a world power in the trade of the earth. A decade ago our foreign trade was small. It was limited to the few great nations. The total exports and imports of the United States amounted to \$1,815,000,000 in 1897; in 1907 it had reached the enormous total of \$3,368,000,000. The consuls of the United States had not done it all, but they contributed a remarkable share of making it possible. Wherever throughout the whole wide world there are business opportunities, the American government, with a faithful care over the business man, has stationed a consul, and it is his duty to keep his eyes, his ears, and his mind open, ready as a sentinel on the outpost of an army to advise his government of the possibilities of what the opportunity is and how it may be improved.

The good the service has done is beyond calculation. That little post office, the Daily Consular Reports, gotten out by the Bureau of Manufactures, under the editorship of that veteran newspaper man, Maj. John H. Carson, teems with instances where openings may be had to sell American goods. Likewise it points out mistakes that have been made in handling trade to a given point, and the ways suggests the remedy. Many letters come to the Department of Commerce and Labor telling of what has been accomplished through tips received from the consular reports. One English manufacturer of knives wanted to know the addresses of some retail dealers in knives in England. His letter was referred to an American consul in that country. They do things thoroughly, as a rule, in the consular service, and the reply he received was no exception to the rule. He was given the names of hundreds of dealers. Carrying coats to Newcastle may be a little job, but it is a job that later received by the Bureau of Manufactures that sending knives to Sheffield was not a profitless one to the American manufacturer of cutlery. Another manufacturer got a tip from the consular report, and a year or two later he advised the department that he had doubled his foreign business.

But the good seed that our consular service sows every opportunity does not always fall into good ground. There are reports of accounts of failures to meet foreign conditions, and full advice to American exporters how to correct those difficulties, but there seems to be a lack of instances where the suggestions are passed unheeded to one that is taken advantage of. Especially is this true of South America. Conditions are different there from those that are at home, and the consuls are hampered by the fact that they are not at home. It is slow to act on it that even the optimistic Maj. Carson grows somewhat pessimistic when he talks about it.

It is proposed to make another new departure in the service. Secretary Root believes in extending American trade. He preaches the evangel of commercial expansion at every opportunity, and overlooks no method by which such expansion may be accomplished. He wants several commercial attaches, who will have a higher standing than members of the consular service proper, whose mission it will be to travel over the countries or the continents to which they are assigned, and to report in detail their observations and views from a consular or confidential standpoint. These men will be attached to legations and embassies, hence their higher standing than that of men in the consular service itself. The consuls will write from a local standpoint. He treats of local conditions. The commercial attaché will write from a broader view and of general conditions. The consuls will correspond with that of the special agents of the Department of Commerce and Labor, whom it is proposed he shall supersede in this line of work.

The new consular inspection law has been in force for a year, and the State Department is highly gratified with the results it has brought about. Under the old order of things if there were any malfeasance in duty by a consul, about the last person in the world to hear of it was the Secretary of State, and even when he did hear of it he was without direct instrumentalities for investigating the trouble. It had to be serious trouble, indeed, before it was discovered, and about the only way it could be investigated was by the removal of the offender and the appointment of his successor.

Under the new order of things an inspector is likely to be "dropping in" on a consulate at any hour of the year. Secretary Root says this has a highly wholesome effect, and that even a Cabinet minister is more careful of what he does and how he does it, since he knows that a probe may be applied whenever Congress sees fit. He says that a man is keyed up to about a proper pitch when he knows that some fellow is likely to be after him who has authority to inquire into what he is doing and has been doing. About half of the consulates have been inspected, and Mr. Root thinks that inspection has elevated the tone of the service out of all proportion to the expense it involves. Inspectors are the eyes, ears, and hands of the State Department.

The merit system is another thing that is elevating the tone of the service. The day of spoils in the system is largely past. The examinations for new appointments are rather difficult, and are directed not more toward developing the educational fitness than the practical fitness of the prospective appointee. Applicants can be examined only upon the designation of the President who allows Senators to name some whom they regard as fitted for the work. The South is receiving many new appointments, it being intended to equalize the service for different sections as nearly as possible. Partnership has been practically eliminated. Of the work and the doings of those in the service a careful record is kept, and the fellow who has the best record is the one who will get the best promotion. A year of that policy has produced gratifying results.

It is expected now that a bill appropriating about \$1,000,000 for the purchase of consulates in Japan, China, and Korea will be passed by Congress at this season.

tion. A favorable report on such a bill has been made and it is said to be likely to become a law. If it does, it is the idea of those who are interested in the matter to take up South America next year and provide for the purchase of the consulates there. The Foreign Affairs Committee of the House is adopting the policy of gradually acquiring consular homes wherever we have consulates.

The duties of the American consuls abroad are many. First of all he is expected to be alert at all times for the advancement of American commercial interests. He must certify to invoices and a hundred of other things. He must answer all letters of inquiry. No matter what reasonable information the humblest citizen of the United States wants at the hands of a consul, a letter will bring it. If an American manufacturer wants some particular information about the sale of his wares in a given locality, he can get it direct from the consul.

Then the consul must look after the mail of Americans traveling in his territory. Most people traveling abroad have their mail addressed in care of the American consulates at the points they visit, and in the principal cities this makes a

SIX MIDDIES DROPPED

Superintendent Badger Recommends Drastic Action.

SEQUEL TO FISTIC BATTLES

Navy Department Will Be Asked to Approve the Course Adopted by Capt. Badger, of the Naval Academy—Telephone to Be Removed from Its Position in Bancroft Hall.

Annapolis, Md., Feb. 26.—Word was received here to-night that Capt. Charles J. Badger, superintendent of the Naval Academy, who was in Washington to-day, recommended to the Navy Department the dismissal of six midshipmen for severe infractions of Academy regulations.

The midshipmen who will go by the board, if the department approves the recommendation, are:

John W. Dubose, of Gadsden, Ala., first class, and Richard E. Trippe, of Kittanning, Pa., second class, both of whom took French leave on Washington's Birthday, and went to Washington and remained over night.

James C. Irish, of Utica, N. Y., first class, a cadet ensign in the brigade, and John M. Prince, of Connecticut, fourth class, who engaged in a fistic fight at breakfast formation a few days ago.

Fight in Their Room.

Hugh W. Koehler, of St. Louis, Mo., and Ernest L. Gunther, Memphis, Tenn., both second-class men, had a fistic encounter recently.

The latter escapade occurred a few days ago and complete circumstances are not known. Koehler and Gunther are roommates, it is said, and the fight took place in their room without the knowledge of their classmates. What led up to the encounter has not been ascertained. The fight was with bare knuckles and both principals were badly battered about the face.

Will Remove Telephone.

The Naval Academy authorities have removed from Bancroft Hall all the telephones to which the midshipmen have access on account of the many calls, mainly from the midshipmen's girl friends, who desire to interrupt the Academy routine by little chats over an hour or two in duration with their particular friends.

The authorities had to forbid the midshipmen the use of the long-distance 'phone because young women would call them up to ask about cards for the next hop or something of that sort, but now even the connections of the Annapolis lines into Bancroft Hall have been such a source of interference with Academy routine that every telephone which can be reached by the midshipmen has been removed and all calls must go past the secretary of the officer in charge, who passes upon the importance of the messages to be delivered.

TWO MARRIED AT ROCKVILLE.

Maryland Gretina Green Has Another Busy Day.

miniature postoffice of the consulate. At the American consulate at Shanghai more mail is received than is handled at either the German or the British consulate post-offices, and each of the latter employs about fifteen men to handle such matter. The staff of the American consulate has to handle the American mail unaided.

In the Orient the consuls not only have to render the same service as those in other lands, but in addition to that must act as a sort of police force for disorderly Americans abroad. Under treaty rights in the Orient Americans abroad are amenable to American laws rather than Oriental codes, and where only Americans are affected the consulates handle most of the cases, the important ones only going to the higher native and American tribunals.

Some idea of the relative liberality of the governments in providing for their consular service may be had from the fact that Germany spends \$40,000 a year and furnishes a building at Shanghai, while the United States allows only \$15,000 a year. And yet in spite of all the handicaps which a parsimonious government visits upon its representatives abroad, in spite of all the disadvantages at which he is placed, the whole world recognizes the American consul as the best in the business. The American manufacturer may not seize the opportunity he presents; the American exporter may turn a deaf ear to suggestions how to make, and the American people themselves may not be alive to the work he is doing, but England, Germany, France, and Italy have all yielded first place to the American consul as the man who best represents his country abroad.

To-morrow—American Suffragettes.

NEWS OF ALEXANDRIA

Negro Held as a Suspected Housebreaker.

Small Party Present.

Among those at the marriage and afterward guests at the wedding breakfast in the bride's home, were Dr. and Mrs. Nathaniel Norton, and Mrs. Nicholas of New York; Mr. and Mrs. Richard Wain Meiers, of Philadelphia; the Misses Wakeman, of Philadelphia; the Misses Strawnbridge and Mrs. Strawnbridge, of the city of Philadelphia; Mr. and Mrs. Hampden L. Carson, of Philadelphia; James M. Belden, and Mrs. William K. Pierce, of Syracuse; Countess Leary, Mrs. James R. McKee, daughter of the late President Benjamin Harrison; Col. and Mrs. Lowell H. Jerome, and A. F. Muller-Ury, a well-known artist.

A week ago to-day, February 18, Mrs. Walker and Mr. Penfield went to the city hall and took out a marriage license. A fortnight previous to that, the engagement, which had been announced, had been announced. Mr. Penfield, who is not possessing the immense fortune which is credited to his bride, is a man of independent means, and at the time of the engagement, emphasis was laid upon the fact that this was a love match, brought about by a congeniality of tastes.

Her Fortune \$60,000.

Mrs. Penfield was the daughter of William Weightman, of Philadelphia, head of the chemical firm of Powers & Weightman. Anne Maria Weightman married R. J. C. Walker, lawyer and Congressman. Mr. Weightman outlived two sons and his son-in-law, Mr. Walker, left her an estate estimated at about \$60,000. She was also the sole surviving member of the firm, and conducted the business for a time, retiring three years ago.

In the Corporation Court to-day Howard W. Smith, special commissioner, was designated by the court to ascertain what property is owned by William Watson, non compos mentis, and also to ascertain whether or not it is necessary to sell his property for his maintenance.

Arguments were heard and the case submitted in the injunction suit of Paul J. Hanger against Disdonzel. The object of the suit is to restrain the defendant from selling certain property.

In the same court John J. Hanratty qualified as administrator of the estate of his father, Peter Hanratty.

A called meeting of the city Republican voters will be held at 7:30 o'clock, to-morrow night, at Sarepta Hall. Four delegates and four alternates to the State and district convention are to be chosen. The meeting will also elect a city chairman and committee.

The Elks' indoor carnival, in progress for the past ten days at Armory Hall, will close to-morrow night. Goods not yet disposed of will be sold at public auction. A large number of articles will be raffled off.

The February term of the Circuit Court for Alexandria County was concluded to-day. The suit for damages of Rowden against the Washington Lumber Company was continued until the next term of court.

Magnus L. Robinson, negro, has called for a meeting of the negro Republican voters of the city to be held to-morrow night at the office of the Industrial Advocate.

Annual inspection of the Alexandria Light Infantry will be held April 13 next at Armory Hall by Col. Dempsey.

Rabbi Simons, of Washington, delivered an address last evening at a meeting of the Jewish Women's Society. During the evening a musical and literary programme was presented.

The Musurgia Club, of Washington, will give a concert to-morrow night at the Young Men's Sodality Lyceum Hall for the benefit of Grace Church improvement fund.

RICH WIDOW WEDS

Mrs. Weightman Walker Is Bride of F. C. Penfield.

HER FORTUNE IS \$60,000,000

Diplomatist and Author—Groom, a Member of a Washington Club, Two Years Younger.

New York, Feb. 26.—Mrs. Anna M. Weightman Walker, victor in one of the country's most famous will contests, and one of the richest women in the world, was married to-day to Frederick C. Penfield, diplomatist and writer.

The wedding took place in the morning at St. Patrick's Cathedral, and was performed by Archbishop Farley. After the ceremony Mr. and Mrs. Penfield boarded the Cunarder Carmania, which sailed for Liverpool at 11 o'clock.

The wedding was quiet, only a party of thirty being present.

The marriage ceremony at the cathedral was as simple as the ritual of the church allowed. Archbishop Farley was assisted by the ceremony by Mr. Fisher, of St. John's church, of Philadelphia. Mrs. Walker's former residence was at 23 King street.

Mrs. Richard Wain Meiers, of Philadelphia, a niece of the bride, was her formal witness, while Commodore E. C. Benedict was the witness for Mr. Penfield. Following the ceremony at the cathedral, the party drove to the home of the bride, 787 Fifth avenue, where a wedding breakfast was served.

Among those at the marriage and afterward guests at the wedding breakfast in the bride's home, were Dr. and Mrs. Nathaniel Norton, and Mrs. Nicholas of New York; Mr. and Mrs. Richard Wain Meiers, of Philadelphia; the Misses Wakeman, of Philadelphia; the Misses Strawnbridge and Mrs. Strawnbridge, of the city of Philadelphia; Mr. and Mrs. Hampden L. Carson, of Philadelphia; James M. Belden, and Mrs. William K. Pierce, of Syracuse; Countess Leary, Mrs. James R. McKee, daughter of the late President Benjamin Harrison; Col. and Mrs. Lowell H. Jerome, and A. F. Muller-Ury, a well-known artist.

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ANN-SONS

8th St. & Pa. Ave.
THE BUSY CORNER

50c spring dress goods

at, choice, a yard, 39c.

Part of the special auction purchase which accounts for the low price quoted.

Choice of Panamas in plain and shadow stripes—herringbone stripes, twill serges—half-line stripes—check suitings that are copied from higher-priced fabrics and others.

All are 36 inches wide. What will impress one most is the desirability of these fabrics for the making of spring frocks, and we are sure many women will respond to the price quoted for to-day—39c a yard.

First Floor—Dress Goods Section.

BACK TO THE FARM AND THE WORKSHOP

Continued from Page One.

to the family, a relation to the future of our whole people, such as no other like number of individuals can bear.

Country Not in Danger.

Seriously, friends, it is idle for any man to talk of the future of this country, or of feeling unduly alarmed about it, if he will come in contact with the people of this country, and they will tell him that the country is not in danger; morally no less than physically. Fundamentally, in its family life and in the outside activities of its individuals, the country is better than ever.

Views of a Layman.

It is not my province, nor would it be within my capacity, to speak about our pedagogic problems. You yourselves are far better able to discuss them. But, as a layman, let me say one or two things about your work.

One thing that I would like to have you teach your pupils is that whether you call the money gained salary or wages does not make any real difference, and that if by working hard with your hands you get more than if you work with your head only, it does not matter to you to call the smaller amount salary. The term "dignity of labor" implies that manual labor is as dignified as mental labor, as of course it is.

Indeed, the highest kind of labor is that which makes demands upon the qualities of both head and hand, and that is the kind of work that we should teach our pupils to do. The greater attitude toward physical activity, as necessities, they stand on a level with intellect and only below character. Let us teach them to regard the manual work of the man who works with his hands as being ordinarily and in good faith as important and dignified and as worthy of consideration, as that of business man or professional man.

Improper Hopes for Children.

Sometimes the kindest and most well-meaning mother, sometimes a kind and well-meaning father, do as much damage to the children as the most thoughtless and selfish parent could, by bringing them up to feel that the goal of their attainment should be the absence of effort instead of effort well directed.

We have all of us often heard some good but unwise woman say, "I have worked hard; my daughter hasn't work; the poor woman not realizing that great though the curse of mere drudgery, it is not so great as the curse of the child who is brought up to feel that the goal of their attainment should be the absence of effort instead of effort well directed.

Idleness Poor Investment.

Such idleness is the poorest investment in the long run that can be imagined, and there is no surer way to forfeit all chance of real happiness than to set deliberately to work to treat pleasure as the only aim after which to strive.

EDUCATORS' PROCEEDINGS.

The reception and address by the President at the White House yesterday afternoon was the stellar feature of the convention of the Department of Superintendence of the National Educational Association. All special committee and society meetings were abandoned when the hour of 2:30 o'clock arrived. The entire body of pedagogues, men and women, wearing their little blue badges, marched from their various quarters to the east entrance of the White House.

AMUSEMENTS.

TO-NIGHT COLUMBIA MATINEE

MR. LEO DITTRICHSTEIN

BLUFFS

KUBELIK

BELASCO

Bertha Kalich

MARTA OF THE LOWLANDS

THE ROSE OF THE RANCHO

NEW NATIONAL

BARRYMORE

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FRANK MILLS

THE AWAKENING

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BARBOUR GRANTED DIVORCE.

Washington Woman Loses in a Milwaukee Court.

James Barbour, civil war veteran, was granted a divorce from Josephine Barbour on the grounds of desertion, in Milwaukee yesterday. Barbour appeared in the courtroom in his uniform. He lives at a soldier's home, and explained that for the last four months he has been making efforts to effect a reconciliation with his wife, who resides in this city.

Mrs. Barbour contested the suit, though not appearing in court in person. Her deposition and the depositions of several witnesses were read. She claimed the desertion was on the part of her husband, Martha A. Young, a witness, charged Barbour with having an "affair."

Murder Trial Is Begun.

Gilbert Lewis, a negro, was placed on trial yesterday in Criminal Court No. 1 on an indictment, which charges him with murder, first degree. Lewis is charged with killing Eugene Rutherford, in Georgetown, in May last, by stabbing him with a penknife. The men quarreled over Lewis' wife.

SATTERLEE.

"A great high priest that is passed into the heavens."

By the REV. J. M. E. MCKEE. He was a noble and true to the end.

As an Angel of Love, and of sympathy deep.

POPULAR WITH THE PEOPLE

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